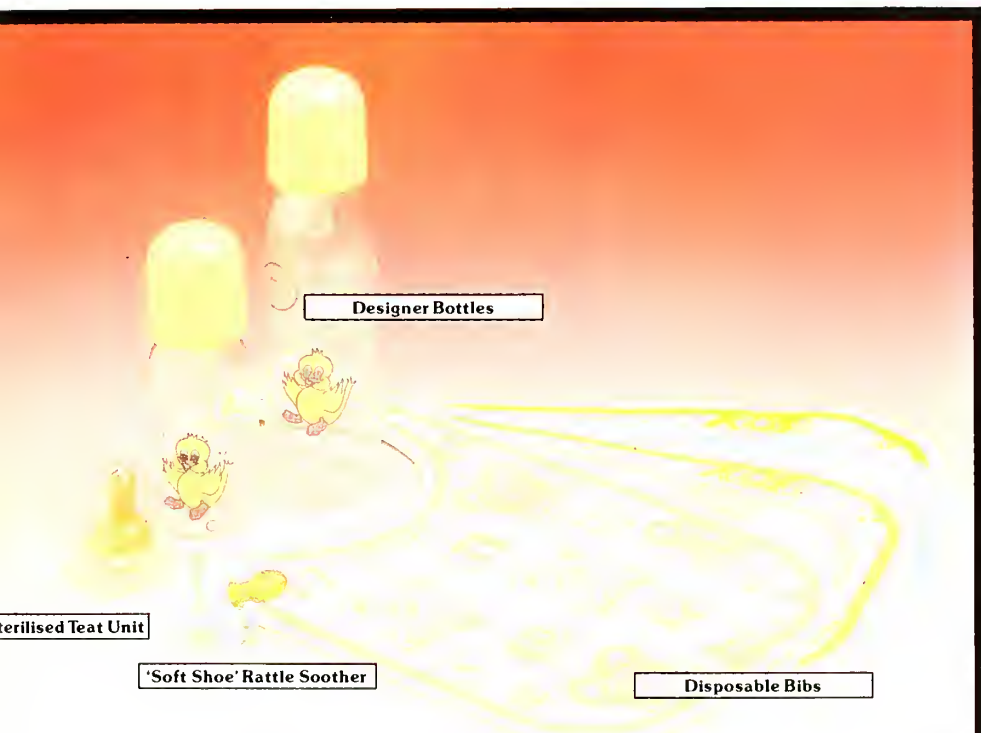


CHEMIST & DRUGGIST

the newsworthy for pharmacy

July 8, 1989



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NPA unveils medicines counter course

New Code for wholesaling

UK pharmacy to open in USSR

Boots launch surprise £800m DIY bid



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CONTINUES JULY

No 1

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Published Saturdays by Benn
Publications Ltd, Sovereign Way,
Tonbridge, Kent TN9 1RW
Telephone: 0732 364422
Telex: 95132 Benton G
Facsimile: 0732 361534

Benn

Subscriptions: Home £76 per annum,
Overseas & Eire £105 per annum including
postage. £1.55 per copy
(postage extra).
Member of the Audit
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Regional advertisement offices:
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JULY 8, 1989

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ISSN 0009-3033

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COMMENT

This week sees the launch of two major initiatives for pharmacy. The first is a new code from the National Association of Pharmaceutical Distributors on good wholesale distribution practice. The second is an NPA course for medicine counter assistants. Both are important. The NAPD code because it will, for the first time, define the level of practice and service the pharmacist might reasonably expect from a full-line wholesaler who is now required to have properly trained, experienced staff. While the NPA programme will both raise the standards of medicine advice available from assistants working alongside the pharmacist, and better satisfy the level of service increasingly expected by the public from all pharmacy staff.

The NPA course precedes publication of the Royal Pharmaceutical Society's proposals for new guidelines governing the sale of medicines which will have a bearing on the roles of pharmacist and counter assistant. Nevertheless, it will enable forward thinking employers to prepare their staff for most possibilities.

Because the courses are self-financing, proprietor pharmacists will have to invest some £90 per head, as well as releasing staff for courses as appropriate. And staff will

have to match this commitment by allotting some time for home study. The end result should be increased customer, assistant and pharmacist satisfaction, with the rewards coming through increased sales stemming from additional consumer loyalty. Wordly-wise pharmacists will, no doubt, be pleased to translate benefits into improved assistant salaries — these assistants will be at a premium for some time until demand and supply equate.

The Consumers' Association and the Patients' Association have been alerted to the new NPA course and its likely customer benefits, so the profession can expect to come under scrutiny sooner rather than later. The course itself seems soundly based and likely to produce nationally the type of excellent results encountered by trainer pharmacists involved in the pilot study. The key will be getting enough trained medicine counter assistants behind the counter to deliver the expected service. By doing so community pharmacists can continue to make the supermarket and grocer singularly unattractive places in which to buy GSL medicines for a public thirsty for knowledge and advice. Failure to act may well consign a unique pharmacy selling point to the slag heap.

Medicine counter assistants targetted by new NPA training

The National Pharmaceutical Association have launched their new Medicine Counter Assistants Programme. It is a course to be run by two community pharmacists for groups of up to 30 assistants over six afternoon or evening sessions, covering advising on ailments such as headaches, colds, indigestion and constipation, as well as listening and communication skills.

The national launch of the programme follows successful pilot courses in Glasgow, Leeds, Sunderland and Cardiff. The course was written by Dr Alison Blenkinsopp of Bradford University, and its development was funded by Merrell Dow Pharmaceuticals.

Teaching revolves around the

in providing the course facilities.

Pharmacists who respond to the NPA's invitation to nominate a member or members of staff to attend the course will be put in contact, through Radcliffe Medical Press, with the course organiser nearest to them.

Each course provides 15 hours of training in a fully interactive setting. The package includes a specially filmed training video, over 150 overheads, group exercises, course leader's notes, handouts and homework, and progress notes for discussions with employers. Upon satisfactory completion, special NPA certificates will be issued.

Courses are self-financing. The cost to employers is £103.50 (£90 plus VAT) to include tuition,

that "good training makes ordinary employees into good ones and good ones better."

There is no such thing as a completely safe medicine, Mr Astill said, so it is essential that those who sell medicines understand the potential hazard as well as the potential benefits of the products they sell.

The scheme was also endorsed by the chairman of the Royal Pharmaceutical Society's Education Committee, Nick Wood. He said that as a pharmacist who gives a high priority to the training of support staff, the NPA's new course was certainly one he would be investing in. "Well trained staff can free a pharmacist from many tasks, allowing him or her to fulfill an advisory and specialist role and develop as a vital part of the primary health care team," Mr Wood said.

Experience with the pilot scheme was related by Yorkshire pharmacist Chris Hotchen. He said he was pleased with the content of the course, which fell neatly into place. The 28 assistants who started the course in mid-March were still there at the end of April and impressive scores in an end of session quiz was, Mr Hotchen said, proof enough of its success.

For the sponsors of the pilot project and course development, Ron Irwin, managing director of Merrell Dow Pharmaceuticals, said that many community pharmacists now realised the

advantage of changing their pharmacy into health care centres. But it was only when pharmaceutical skills are conveyed in a friendly manner that consumers will come back from supermarket shelves.

Thumbs down for lipid tests

Britain should not follow Europe and America in recommending that the whole population be screened for high blood cholesterol, concluded a recent conference.

Over the counter blood cholesterol testing is not acceptable in the absence of a full assessment of other risk factors for heart disease and where professional counselling and advice are not provided."

The widespread prescription of cholesterol lowering drugs was unjustifiable and could increase the national drugs bill by a fifth, or £400m, said the conference. The long term value and adverse effects of these drugs was unknown and doctors should seek specialist advice before prescribing them.

Dietary advice to reduce the risks of heart disease should be given to everybody. The recommendations were made at the Kings Fund Consensus Conference on blood cholesterol.



Pictured at the launch of the Medicines Counter Assistants Programme (left to right) NPA director Tim Astill, NPA chairman Roy Jones, Andrew Bax of the Radcliffe Medical Press, Merrell Dow Pharmaceuticals, managing director Ron Irwin, NPA training officer Ailsa Benson, course writer Dr Alison Blenkinsopp and the chairman of the Royal Pharmaceutical Society's Education Committee Nick Wood

mnemonic "2WHAM" approach to questioning — **who** is the medicine for, **what** are the symptoms and **how long** has the customer had them, **what action** has already been taken, and **what medicines** are being taken for other complaints.

Courses are expected to be run in many centres around the country starting in the Autumn. Andrew Bax, managing director of Radcliffe Medical Press, who will be publishing and distributing the Programme, says he has already had over 120 positive responses from Colleges of Further Education who say are interested

all training materials and catering.

NPA chairman Roy Jones, speaking at the launch, said the programme was a "very important initiative". He said: "How many people still buy medicines in a pharmacy without asking for help, and how many leave the pharmacy with what may not be the most appropriate medicine for their needs? A properly trained medicines counter assistant will put the pharmacist in touch with the people who need his advice. This is exactly what this course is designed to do."

NPA director Tim Astill said



Community pharmacist Margaret Hodgson (far left) and Dr John Brown of Sunderland Polytechnic (at the board) are pictured at a session of the pilot course held in Sunderland in April

Which? specs?

Ten out of 15 pairs of spectacles tested in a *Which?* magazine survey failed to match the prescription on which they were ordered and the lenses failed the British Standard test for accuracy.

The quality of lenses and frames in most of the spectacles was satisfactory but the magazine's optometrist consultant was not impressed with the way many of the lenses fitted into the frames. In two cases they could easily be pushed out.

The spectacle wearers took their prescriptions mainly to optometrists but also to some dispensing opticians and a few unregistered sellers. One spectacle wearer bought three pairs of ready made reading glasses, none of which "could be described as well made nor as fitting perfectly," says *Which?*, although the quality of lenses and frames was "fine" on a pair costing £18.50.

Which?, published by the Consumers' Association, welcomes the chance to buy reading glasses without a prescription but urges people to continue with regular sight tests. It is involved in preparatory work towards a British Standard for made-up spectacles and will continue to press for its introduction.

The British Pharmacopoeia 1988 Amendments No 3 is now available from HMSO (£1.95).

Royal Jelly pass off

Regina Royal Jelly have received undertakings from Pharmadass Pharmaceutical Imports & Exports that they will not sell or distribute any royal product (or product containing royal jelly) under the name Concorde Royal Jelly, under any mark consisting of the letter "C" and a crown, with an illustration of a bee in an hexagonal frame.

Regina say they have also received an undertaking that royal jelly would not in any other way be passed off (for that of Regina's products). Mr D.A. Patel, managing director, Pharmadass, has confirmed the details of this agreement with C&D. "We are now selling the product under the name Tang royal jelly 600mg in a hexagonal pack. We have given this undertaking so that our customers will not be confused by the name," said Mr Patel.

Peaudouce help DTI on child safety

Peaudouce have agreed to help the Department of Trade and Industry in its child safety campaign by distributing height charts carrying safety messages in 400,000 packs of Ultra Plus disposable nappies.

It is not the first time the DTI has enlisted the help of a commercial operation to get its safety messages across in a series

of campaigns under the "think safety first" logo. The Department is providing £33,000 for the height chart promotion.

Peaudouce were identified by the DTI's public relations consultants and the height chart promotion was held back until the launch of the "environment friendly" nappies.

The chart, devised in

consultation with the Consumer Safety Unit of the DTI and the Child Accident Prevention Trust, gives advice on what to do in cases of burns, scalds, falls, choking, suffocation and poisoning, with instructions on mouth to mouth resuscitation.

Buprenorphine and pemoline are to be made Class C Controlled Drugs under the Misuse of Drugs Act 1971 from September 18. *Draft Statutory Instrument, Misuse of Drugs Act 1971 (Modification) Order 1989. ISBN 0 11 098580X. £0.50 from HMSO.*

NAPD launches wholesalers Code of Practice

The National Association of Pharmaceutical Distributors have taken a major initiative in the wholesaling sector with the launch of a Code of Good Pharmaceutical Wholesale Distribution.

Director Michael Watts told *C&D* that a major stimulus behind the drafting of the Code was the lack of any rules for wholesalers to work by. "We decided it would be a good idea to have a Code because we and the Department of Health are concerned that there are no formal standards for wholesalers. We are hoping that with our members having to abide by the Code, standards throughout the sector will rise." He added that the Code might perhaps become a blueprint for all European wholesalers post-1992.

NAPD represents 25 full-line wholesalers throughout the UK. Unichem recently resigned from membership, but were involved in the drafting of the Code.

The new Code is reproduced in full in the box.

Code of Good Pharmaceutical Wholesale Distribution Practice

1. Introduction

Medical products before they are made available for use by the medical profession for treatment are subjected to long and expensive processes of research, development and licensing to ensure safety and efficacy.

Pharmaceutical wholesale distributors form part of the supply chain of pharmaceutical products and they are responsible for the effective and efficient handling, storing and distributing of such products in order that they reach the patient promptly on demand, and in perfect condition.

This Code of Practice has been sponsored by the National Association of Pharmaceutical Distributors. All member companies have agreed to maintain these as the minimum standards of storage and distribution.

2. Storage and distribution

- Wholesalers must carry a comprehensive stock of prescription and over the counter pharmaceutical

products for which there is a demand even if such demand is irregular; and also sufficient depth of stock to ensure continuity of supply to the customer from shelf stock.

- The wholesaler will hold a current Wholesale Dealer's Licence issued by the Medicines Control Agency and the necessary Controlled Drug, industrial methylated spirit and alcohol licences.
- Key personnel involved in the warehousing of medicinal products should be suitably trained and have the ability and experience appropriate to the responsibility of ensuring that the products or materials are properly handled, stored and distributed.
- Stocks should be received in a separate reception area, and examined for correctness against order, and for absence of damaged containers. There should be a system for the recognition and prompt handling of Controlled Drugs and those products requiring specific temperature storage. Where appropriate there must be a system for batch recording of LVPs of 500 mls and over.
- All medicinal products handled by the distributor must have a UK Product Licence or Parallel Import Licence. All products must be stored under acceptable conditions which take account of any requirements specified by the manufacturer. Stock which is known to have a risk of cross contamination should be stored in conditions which prevent such an occurrence.
- All products should be protected from excessive local heating, and from undue exposure to direct sunlight, and (unless they are known to be unaffected) from freezing.
- Sufficient provision should be made to ensure that temperature storage conditions specified by the manufacturers are adhered to.
- Temperature controlled storage areas should be equipped with temperature recorders that will indicate that the specified temperature range has been maintained. Control should be adequate to maintain all parts of the storage area within the specified temperature range.
- There should be a system to ensure stock rotation, with regular and frequent checks that the system is operating correctly. Products approaching their expiry date or shelf-life should be removed from usable stock and neither sold nor supplied.
- Stock which is damaged or withheld

from supply, and which is not immediately destroyed, should be kept apart from saleable stock, so that it cannot be sold in error, and so that leakage from any broken package cannot contaminate other goods.

- Stocks of sterile products with broken seals, damaged packaging, or suspected of possible contamination must not be sold or supplied.
- Products should be transported in such a way that:
 - the identification of the product is not lost;
 - the product does not contaminate, and is not contaminated by, other products or materials;
 - adequate precautions are taken against spillage or breakage; and
 - the product and its pack are not subjected to unacceptable degrees of heat, cold, light, moisture or other adverse influence, nor to attack by micro-organisms or pests.
- Goods which have been rejected, recalled or returned should be placed in segregated storage to avoid confusion with other materials and products and to prevent redistribution, until instructions have been issued as to their disposition.
- All product recalls are carried out on the instructions of manufacturers. Recalls should be documented and records of all recalled products received into the warehouse should be kept.

3. Returned goods

Goods which have left the care of the wholesale dealer should only be returned to saleable stock if:

- they are in their original unopened containers and in good condition and bear a valid product licence number;
- it is not suspected that they have been subject to adverse conditions; and
- they have been examined and assessed by a person authorised to do so, which assessment should take into account the nature of the product, and special storage conditions it requires, and the elapsed time since it was issued. If necessary, advice should be sought from the person responsible for the quality control of the manufactured product.

4. Records

Clear, readily available records of each sale should be made, showing date of supply, customer, product name and quantity. They should be retained for the statutory period in force for the product concerned.

Perestroika opens doors to British pharmacy

A "British-style" retail pharmacy will shortly open in Tbilisi in the Soviet republic of Georgia as part of a unique venture behind the iron curtain by new UK company Overseas Pharmacies Ltd.

The pharmacy is part of an Anglo-Soviet joint venture, Unipharm, which has recently been registered at the Ministry of Finance of the USSR.

Unipharm is owned 50/50 by Overseas Pharmacy Ltd (OPL) and Pharmedtechnika, a specialist department of the Ministry of Health in Georgia.

The aim of Unipharm is to establish a retail and supply/distribution presence in the USSR for the sale of pharmaceutical, healthcare and other related consumer products. As well as the Tbilisi pharmacy, there are plans for a warehousing centre in Moscow and a second retail outlet in Leningrad is in the

Unipharm pipeline.

Major shareholders in OPL are Kent-based pharmacy chain Clark Care Group, and USSR-trading specialists Continental Industrial Supplies Ltd. Unichem have a minority shareholding.

Clark Care's Derry O'Donoghue told *C&D* that Unipharm's sales will be in foreign currency, not roubles. Prime customers for the Moscow warehouse are likely to be state organisations, an expectation promoted by President Gorbachev's decentralisation policies.

"There are over 3,000 separate Soviet organisations who were under state control who can now make purchases in their own right," he says.

Mr O'Donoghue says that a number of manufacturers have so far expressed an interest in the operation, and he would obviously

welcome more. The tie up with Unichem is, he says, particularly useful, with Unichem's 25,000 warehouse lines.

The retail outlets of Unipharm will, he suggests, be servicing chiefly the diplomatic and tourist communities. But, he adds, "there is a lot of hard currency — dollars, sterling — washing around among the ordinary population." With six million people living in Georgia Mr O'Donoghue does not rule out ordinary Soviet citizens getting a taste of the Nuffield approach. Mr O'Donoghue says the Tbilisi pharmacy is currently being refurbished and should be open for business in mid-September.

The pharmacist running the operation will be David McCarthy, who has been with Clark Care for nearly five years. "He is learning Russian", says Mr O'Donoghue.

Pharmacy is a show stopper

Pharmacy scored a first this week, with registered premises at the Royal Agricultural Show at Stoneleigh in Warwickshire. Cox & Robinson of Milton Keynes, founder members of Vetchem, provided a full pharmacy service, though not dispensing NHS prescriptions, from premises opposite the showground's main entrance.

As well as retail sales of medicines, surgical and first aid supplies, Cox & Robinson provided a specialist advice and sales service for animal medicines and agricultural and veterinary inquiries through agricultural and veterinary pharmacists present.

John Chadwick, of Cox & Robinson, told *C&D* that the pharmacy had taken a lot of setting up, with applications for registration, arranging the fittings, organising staff, checking insurance cover etc. "We are obviously running a Vetchem section in the pharmacy, not only to stimulate interest among the general public, but also for any pharmacists who might be visiting," he said. Small companion animal products as well as normal commercial animal products were featured. The good weather that greeted the start of the show was proving good news for traditional chemist lines. "We've sold a lot of sunglasses, suntan creams and films," said Mr Chadwick, who added that the pharmacy was likely to become a permanent Stoneleigh fixture.

Tampon call

Over twenty Labour MPs have called upon the Government to compel tampon manufacturers to print medical warnings on their products.

They have tabled a parliamentary motion contending that the recent tragic deaths and incidents of toxic shock from tampon use means that the Government can no longer rely on the industry to take the necessary actions on a voluntary basis.

Among the sponsors of the motion are two members of the Labour front bench, Joan Walley and Joan Ruddock.

Pfizer get sweeter

Pfizer chemical division have applied for permission to market alitame, a new artificial sweetener. The compound is 2,000 times sweeter than sucrose and has good stability.

The aim is to market it as a table top sweetener and for use by the food industry. It can be combined with polydextrose, Pfizer's one calorie per gram bulking agent, so could reduce the calorie content of baked beans and confectionery.

A company spokesman told *C&D* alitame was unlikely to be on sale in the UK for three years.



Pictured at a recent presentation for 30 years service, Mr Wilbert Henderson, Wellcome consumer representative in Northern Ireland (right) with his wife and Mr Andy Ross, managing director, Wellcome Ireland Ltd (left)

Relevant CE courses needed

Continuing education courses for pharmacists can only be successful if they are relevant, reachable and rewarding, says Professor Frank Fish, chairman of the recently formed Post Qualification Education (PQE) Board in Scotland.

To attract participants, course contents, materials and methods of presentation will have to be attractive, Professor Fish said at last month's annual meeting of the Scottish Department of the Royal Pharmaceutical Society.

The PQE Board, which has taken over responsibility for approving courses for community and hospital pharmacy, hopes to soon announce the name of its full time director who will be in-post

by the beginning of next session.

One of the director's first jobs will be to assess the continuing education needs of Scottish pharmacists and he will be expected to organise, co-ordinate and monitor courses sponsored by the PQE Board. He will also help select up to 15 part-time out-post course organisers/tutors to cover the whole of Scotland.

Professor Fish explained that the PQE Board had already started talking about the types of courses it should support and that it would consider requests for special teaching packages or courses. For example, something is already being done about patient medication records and visit services to residential homes.

Added spark

Small electricals distribution is to get a boost as Bridisco, parent company of Lightning Electrical and BDC, announces that the two are to be merged and formed into four separate operating divisions, each with its own directors and senior management.

Independent retailers will be served by the new Lightning Independent Division which, the company says, will invest in the bases established both by BDC and Lightning.

Major accounts will be handled by the division of that name and major on computer controlled schedules and demands of the EFTPOS introductions.

Micromark, the branded range of electricals will form the third division and the Group Purchasing Division will be responsible for buying for all three divisions.

Boots fined £2,000 for overcharging

Boots were fined £2,000 last week by a Birmingham Magistrates Court for overcharging two customers.

Boots spokesman Mike Caldwell told *C&D* the overcharging incidents resulted from errors on the EPoS system when price changes were being made. He said the system has now been changed to always favour the consumer.

Thus, from now on, when price increases are made the shelf edge pricing will be altered first and then the price in the EPoS computer changed. The system will be reversed when a reduction is made, to benefit the consumer.

Drug Tariff

The addition of diclofenac sodium tablets 25mg and 50mg to Part VIII of the Drug Tariff has been deferred until August 1. Pharmacy contractors should endorse prescriptions appropriately to ensure correct reimbursement, says the Pharmaceutical Services Negotiating Committee.

BRIEFS

Seven Seas Healthcare offer three leaflets promoting the benefits of fish oil in arthritis, psoriasis and in maintaining healthy hair, skin and nails. "Psoriasis a natural approach" examines the incidence, appearance, and possible causes and the role of diet and fish oils. "Arthritis — a natural approach" looks at herbal and other supplements that have been used to help sufferers. Send a 14p SAE (9in by 5in minimum) to: Cod Liver Oil leaflet offer, Seven Seas Healthcare, Marfleet, Kingston upon Hull, HU9 5NJ.

"A guide to a healthier heart" is a new leaflet from Seven Seas Healthcare produced in association with Corda, the heart charity. The leaflet looks at the size of the problem, main risk factors and methods of improving one's outlook. It forms part of the Pulse heart programme, a new heart health campaign through which Seven Seas hopes to raise £10,000 to help Corda with an on-pack promotion. Send a 14p SAE (minimum 9in by 5in) to: Healthy Heart leaflet offer, Seven Seas Healthcare, Marfleet, Kingston upon Hull, HU9 5NJ.

TOPICAL REFLECTIONS

by Xrayser

Afloat?

Now you see it: now you don't. And here it is, back again! Just like the real old time conjuror who used to hold us spellbound at the school concerts.

With some admiration, I have to say Mr Dodd of Unichem has the nerve of old Nick, for it looks as though he's going to carry off the coup. Setting off the share scheme with a new valuation of the company at £110m. With an estimated share value of £22 this represents 5 million shares. I have to admit I am baffled as to the current distribution of shares. It is

suggested that under the revised new plan over half a million shares are to be offered to those who qualified by making purchases up till May 17, and that a further 2 million rights issue shares at £1 each will be created if members vote for flotation. So presumably 2½ million shares are already issued?

The new trading terms will cause some gnashing of teeth, I suspect, although no longer will the golden carrot of a pure capital gain on shares apply as the ultimate incentive for customers to move to the Unichem fold. I am greatly taken with Mr Dodd's comment: "Members will have seen the ... increasing value of Unichem ... a direct reflection of support ... £84m, £100m, and now £110m... indications of what the future could hold ... if members give maximum support in the remaining 11 months before the vote on conversion." And then?

Generic lines

Generic prescribing is certainly increasing. So is the pressure on contractors by suppliers anxious to get a slice of the action. Most offer a bundle of "special offers" hoping to gather more from us once trading is established. Well, maybe, but for the sake of continuity I maintain a pretty solid allegiance to my

manufacturer/supplier. I have no worry about quality, and my customers get the same product all the time. The prices are reasonable, although always bettered by someone at any given time.

With this change of emphasis now well established in the surgeries, the next step, introducing practice formularies looms on the horizon. There appears to be some logic to it, particularly in practices with several partners. What chills me, and seems profoundly wrong is the advice being given to those setting up formularies. They are told not to include products introduced within

the last five years. I cannot imagine a proposition more surely guaranteed to damage those innovative drug research companies who remain in the UK! With patent protection already seriously compromised by the length of time it takes to get a product licence this new Government advice could reduce the prospects of a successful launch to zero.

While as community pharmacists, we have little enough cause to argue a case for the manufacturers, since they let us be sold down the river over discounting, as ordinary citizens with specialist knowledge, we have to be alarmed at the prospect. With a leader who acts in Europe as if she's the head of a threatened tribe, her misplaced domestic parsimony will soon starve them into leaving home to find better places to bring up their young...

Cholesterol testing

I haven't yet begun this service, but having assessed my district I can see it as a worthwhile addition to the facilities we already give. I'm able to set aside a room for consultation, and am currently looking at the way my premises are set out to see if a modest structural change could make a major improvement in my capacity to expand. It's a challenge...



COUNTERPOINTS

Target profits with Gillette

Gillette have launched a number of attractive pricing and sales promotion initiatives on the systems sector for chemists. The multi-brand promotion is being executed, during July, through the wholesaler groups Vestric and Numark, and other smaller chemist wholesalers. The three-tier promotion invites pharmacists to "target your profits", by means of extra value packs, free gifts and competition.

Any chemist ordering between six and ten packs across the promoted range gets a free leather pen case and slimline notepad. Orders between 11 and 15 packs attract a Toshiba personal stereo and orders between 16 and 20 are eligible for a collection of luxury leather goods. Anyone ordering over 20 packs can enter a competition to win a Sony Discman D20 compact disc player.

Selected packs of Gillette blades and razors are offered at special promotional prices for a limited period. The flagship Contour Plus system razor will be promoted at £1.19 — a saving of £0.50. In addition, Contour Plus and G11 Plus cartridges will be available in packs of 11 for the price of ten, and packs of five will be available at £1.49. *Gillette UK Ltd. Tel: 01-560 1234.*

Braun offer £2 hairdo voucher

Braun are offering £2 off a trip to the hairdressers. The offer runs until August 31, with the vouchers valid until Christmas at any hairdresser in the National Hairdressers Federation.

To obtain the voucher consumers have to complete a form available at point of sale and sent it with proof of purchase to *Braun Electric (UK) Ltd. Tel: 09327 85611.*



LRC now have Extra Strong Durex

LRC Products are launching Durex Extra Strong "for users who feel that they need even more security against unwanted pregnancy and sexually transmitted diseases".

The condoms come in threes (£1.19), and 12s (£4.52), and are overwrapped in tamper-evident film, say LRC.

Durex Extra Strong is a stronger condom, and also contains the spermicidal lubricant non-oxynol 9. It is said to conform

to the British Standards specification BS 3704 (1984) and carries a kite mark symbol.

Durex have also introduced an additional text on the Extra Strong condom pack to indicate that oil based preparations can damage rubber and reduce the condom's effectiveness.

Consumers applying a topical oil-based medication to the genital areas should consult a doctor or a pharmacist for advice. *LRC Products. Tel: 01 527 2377.*

New Natracalm campaign

Following an earlier schedule of full-colour advertisements for Natracalm in women's weekly and monthly magazines, English Grains have announced a follow-up campaign of similar weight, bringing the total consumer advertising spend to £500,000.

The company is also offering a free merchandising pack. The pos

kit comprises shelf-edge strips, counter cards, self-adhesive window vinyls and a giant display pack. In addition, there are supplies of consumer advice leaflets, entitled "Coping with stress and anxiety", and retailer's note pads, for countertop use. *English Grains Healthcare. Tel: 0283 221616.*

Stay Dry with Conveen

Coloplast are launching Conveen Stay Dry pads to independent chemists, after a test run in Boots.

The company says they are slim and super-absorbent, fitting inside normal close-fitting underwear, to seal in fluid and

odour after fluid loss.

They come in three sizes in new plastic packs: light (£1.99), regular (£2.49) and extra (£2.99) all 10s. In addition, a trial pack of three pads is available for £0.49. *Coloplast Ltd. Tel: 0733 239898.*

All BT brands now Dixcel

British Tissues are bringing together all their branded product range under the Dixcel umbrella. The new portfolio is expected to be worth more than £50m at rsp in 1990.

The portfolio will be subdivided into two discrete product ranges. Premium quality items will be identified by the Dixcel Kitten Soft sub-branding featuring white Persian kittens. Standard products will be positioned under a new sub-brand — Dixcel family value — promoting a more straightforward value-for-money image. British Tissues' Fern brand will be withdrawn.

The new Dixcel portfolio will benefit from a media support package including in excess of £3m on national television advertising between September and Christmas. There will also be an advertisement campaign in nine women's magazines starting in October and an on-pack promotion offering consumers a free "Kitten Calendar" worth £1.30, with two tokens and 40p p&p. *British Tissues Ltd. Tel: 01-864 5411.*

Andrex goes on and on...

A new television commercial is spearheading the Andrex advertising campaign supported by two new Press advertisements.

The magazine advertisements will run until the end of August, in major women's titles. The television commercial features a shaggy dog co-starring with the Andrex labrador pup, and is one of three advertisements which will be appearing on television from mid-July.

Scott say some £2.2m is being spent in the first 12 weeks on TV advertising and the commercial will be seen an average of six times by 88 per cent of the population. *Scott Ltd. Tel: 0342 327191.*



LOOKS REAL



FEELS REAL



£3.99* UNREAL

Buying a sponge always poses a problem for your customers: do they pay a lot for a natural sponge or put up with a cheap foam one?

Now, at Spontex, we have removed the dilemma.

Our new Calypso is made from soft natural fibres including cotton.

It comes in two sizes and four colours to co-ordinate with any bathroom, and is machine washable to keep it fresh and long lasting.

Yet it costs only £3.99 in the larger size and £3.25 in the smaller (*rrp inc VAT).

To make doubly sure you pull in extra customers, we are putting Calypso into an eye-catching draw-string pack, making

it an ideal gift. Contact your chemist wholesaler or send us the coupon. And let Calypso freshen up your sponge sales.

PLEASE SEND MORE INFORMATION ON THE NEW CALYPSO® RANGE OF BODY SPONGES.

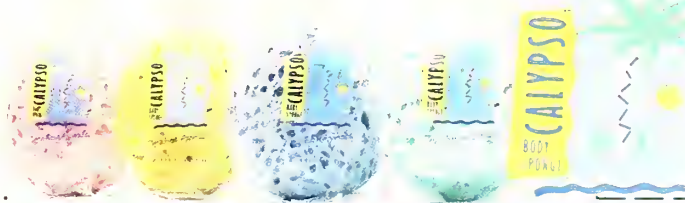
Name _____

Company: _____

Address: _____

Tel: _____

David Wooldridge, Spontex Ltd, St Nicholas Quay, Maritime Quarter, Swansea SA1 1VT.



ORDER SMA 'READY TO FEED' FROM US AND GET A LITTLE EXTRA FOR YOURSELF



This month we have an exclusive offer on SMA gold and white cap 'ready to feed' baby milk-food.

You get a colourful sporting umbrella with 10 cases. A sizzling summer barbecue with 20. And with 30 cases, a handy hiker pack-away for those long, lazy walks in the sunshine.



So now this summer all you grown-up UniChem members can enjoy the benefits of SMA baby-food too.

And with 21% profit on return you'd be ga ga not to.


UniChem

UniChem Limited, UniChem House, Cox Lane, Chessington, Surrey KT9 1SN. Tel: 01-391 2323.

Oranges and lemons from Weleda

Weleda have launched four citrus "freshness" products which blend oranges and lemons with extracts from chamomile, rosemary and seaweed.

Citrus deodorant (110ml, £3.20) comes in an ozone-friendly pump spray and also contains essential oils and vegetable glycerine in an alcohol base. Citrus body toner (40ml, £1.85) is a non-greasy seaweed based gel to refresh and revitalise tired limbs say Weleda. It also contains witchhazel, jojoba oil and blackthorn.

Weleda's citrus bath (300ml, £3.75) is a "delicate bath milk", and the citrus skin food (40ml, £1.85) can also be used as an aromatic night cream on the face and neck, they say.

All come in outers of six, with display outers for the toner and the skinfood. *Weleda (UK) Ltd.* Tel: 0602 309319.

Neutrogena's little & large

Neutrogena are introducing two new sizes of Neutrogena moisture and T gel shampoo. Neutrogena moisture will be available in a 50ml bottle (£3.75) and T-Gel will be introduced in a 200ml size (£3.95).

Both are available from distributors, *LRC Products Ltd.* Tel: 01-527 2377.



Beecham ESP has teenage USP

Beecham are entering the bodyspray sector with the launch of the four perfume Sixth Sense range, aimed at teenagers.

Beecham say they are looking for 8 per cent of the £24m market, which has a 14 per cent year-on-year growth rate. They say 30 per cent of all 13 to 19 year-olds in the UK use body sprays, but until now no brand has been specifically targetted at them. Sixth Sense are priced at around £1.49 for 100ml and are CFC-free.

The four fragrances are based on a feelings theme: "loving", "daring", "tantalising" and "party", giving "fragrance that intuitively recognises and enhances the way you feel".

The matt black packaging was designed with the style-conscious in mind, say Beecham, with the fragrance reflected in the artwork logo. Supporting the launch is an £800,000 campaign in the teenage Press and on radio. *Beecham Toiletries.* Tel: 01-560 5151.

Extra freshness for feet

Scholl are offering 25ml extra free on packs of antiperspirant foot spray, deodorant foot spray and sneaker treater.

The company's Fresh Step and Air Pillo insoles will carry "save 10p" flashes throughout July and August, bringing the

prices down to £1.05 and £0.89 respectively. Scholl say a similar promotion was run at the beginning of the year and they have produced 250,000 packs this time in anticipation of the demand. *Scholl (UK) Ltd.* Tel: 01-253 2030.

Arden introduce Immunage

Elizabeth Arden are introducing two new skin care systems called Immunage UV defence cream and Immunage UV defence lotion, from September.

The 30ml cream and the 40ml lotion both cost £22.50. They are rated SPF 15, and are said to moisturise the skin and to help protect it from the drying effects of UV light.

The formula is non-comedogenic and lightly-fragranced and contains a complex of ingredients said to be rich in vitamin A and E derivatives and pro-vitamin B5, emollients and humectants.

Both cream and lotion are said to be suitable for all skin types, and to provide a good base for foundation, blusher, and powder.

Immunage has white ribbed packaging with gold and black graphics and will be available from September 4. *Elizabeth Arden Ltd.* Tel: 01-784 4000.

Wash & Go!

Vidal Sassoon are running a £5m TV campaign for their new Wash and Go shampoo and conditioner.

The campaign is national, and will run in the 12 months up to June 1, 1990. There will also be 12 million free samples distributed nationally during July and October. *Procter & Gamble (Health & Beauty Care) Ltd.* Tel: 0784 34422.

Domperidone?

Evoxin

Sterling

Evoxin is a registered trade mark.
Sterling Research Laboratories,
Onslow Street, Guildford, Surrey GU1 4YS.



There's a bonny baby!

Numark and Milupa are, once again, co-sponsoring the consumer Bonny Baby photo competition.

The customer has to send in a recent photograph of their baby looking "bonny", the Numark symbol from any pack of disposable nappies and a packet top from any Milupa product, together with the official entry form to Numark by September 29. There will be two categories — for babies up to two months and babies between 10 and 18 months on September 29.

The two first prize winners in each category will win £250 plus a silver plated engraved trophy, and the two second prize winners will win £125 plus a silver plated trophy. The winners, together with their parents, will also be invited to a day out at a top London hotel, all expenses paid.

A stamped addressed envelope measuring 7in by 5in must be forwarded by anyone wishing the photographs to be returned, and these will be accompanied by a 25p off Numark nappy voucher and a free sample of Milupa baby food. *Numark Management Ltd. Tel: 0985 215555.*

Oily Unichem

Unichem have repackaged their own brand olive oil. New 92ml and 195ml packs will replace existing 71ml, 143ml and 248ml.

The 92ml pack has a recommended retail price of 68p and offers members 33 per cent POR. The 185ml pack offers the same profit at a retail price of £1.13, say *Unichem. Tel: 01-391 2323.*



Oral B floss has money-off

Price marked packs of Oral B floss give consumers 20p off the recommended retail price of £1.19.

The range of extra strength floss included in the promotion comprises waxed, mint waxed and unwaxed together with the recently introduced floss with

fluoride.

The company says the promotion underlines its strategy which "aims to stretch the boundaries of the floss market by encouraging new consumers to try the product." *Oral B Laboratories Ltd. Tel: 0296 432601.*

Collect for free Ribena

Beecham are supporting their Ribena ready-to-drink range with a Summer promotion targeted at children by offering Ribenaberry pencil sharpeners, lunch box and a Ribena ready-to-drink carton-shaped AM/FM radio.

Beecham hope the on-pack collector scheme will reinforce

purchase of the new variants. Beecham say 45 million tokens will be distributed in all.

In addition, Beecham say they are putting £2.5m behind ready-to-drink in a national TV and Superlite poster campaign in August. *Beecham Bovril Brands. Tel: 01-560 5151.*

Countercall read on

Countercall are distributors of the Readers range of reading glasses.

Made by Optic Ltd, Readers are half-glasses and come in four strengths; 1.5, 2, 2.5 and 3 dioptres, with a case (£6.95).

They are ready to hang in an assorted box of 24 (£72.48 trade) with a headercard that incorporates a "self-select" panel. *Countercall Ltd. Tel: 021 356 0478.*

Gum health

Endekay dental health gum is back on television in an advertising campaign in Central, Scottish, South West, Wales & West, Tyne Tees and Grampian regions. *Stafford-Miller Ltd. Tel: 07072 61151.*

J&J floss with fluoride

Fluoride dental floss is the latest addition to Johnson & Johnson's Reach range of dental flosses and toothbrushes.

The floss is coated with a layer of saliva soluble wax containing sodium fluoride. As the wax dissolves on contact with saliva fluoride is released directly into decay prone areas between the teeth, says the company.



The new floss has a recommended retail price of £1.19 and is expected to be popular with existing floss users and will hopefully attract new users as well, say *Johnson & Johnson Ltd. Tel: 0628 822222.*

'BACK THE DEALER' SUMMER ADS!

Nelsons 1989 campaign continues right through the Summer. Our targetted schedule of titles include:

Good Housekeeping	Ideal Home	Practical Parenting
Woman & Home	The Lady	Mother & Baby
Family Circle	Living	Parents
		Here's Health
		Practical Health... etc.

Be sure your stocks are ready - contact your wholesaler now!

or call us on our Trade Order number 0800 289515.

TEETHING TROUBLES

Bring cool comfort to baby's sore gums with our Teething Granules. They're the safe, natural way to ease the troubles of teething for you and your baby. Nelsons Teething Granules are one of a range of homeopathic remedies that people have tried and trusted for years. Ask in pharmacies and health stores. Send 50p cheque/PO for the booklet *Homeopathy for the Family*.

SORE SKIN

Calendula Cream is a soothing gentle action cream that soothes and softens. Use it on face, hands, all over. It's ideal for nursing mothers too. Nelsons Calendula Cream is part of a range of homeopathic remedies that people have tried and trusted for years. Ask in pharmacies and health stores. Send 50p cheque/PO for the booklet *Homeopathy for the Family*.

HAYFEVER SNEEZES

Why not try the natural remedy for an allergy to nature? Nelsons Hayfever Tablets will help ease runny nose, sneezing, itchy eyes. Hayfever Tablets are part of a range of homeopathic remedies that people have tried and trusted for years. Ask in pharmacies and health stores. Send 50p cheque/PO for the booklet *Homeopathy for the Family*.

HAYFEVER SNEEZES

Simple taking care of yourself and your family. Nelsons, 5 Endeavour Way, London SW19 9UH.

nelsons
HOMOEOPATHY
"HELPING YOUR BODY HELP ITSELF"

5 Endeavour Way
Wimbledon, London SW19 9UH

Complan's slimline plan

Crookes Healthcare are now targeting one of the Complan's key consumer groups — slimmers — with a campaign, which runs through to December. It focusses on emphasising the role that Complan can play in a healthy and sensible calorie controlled diet.

Three slimming magazines — *Slimmer*, *Successful Slimming* and *What Diet and Lifestyle*, will be running a "Bags under the eyes" advertisement showing the way a stressful diet can reflect in a woman's face and highlighting the benefits Complan can bring to slimmers following a healthy eating pattern.

Other elements of the campaign targeted at slimmers will be featured in both national and regional media and include: interviews on 25-30 regional radio stations with Judith Wills, editor of *Slimmer*. A reader write-in offer in the August issue of *Slimmer* for Complan sachets; features and reader offers in mainstream national women's magazines such as *Best*; and features, reader offers and competitions in regional Press. *Crookes Healthcare*. Tel: 0602 507431.



Royale from Nutricare

Under the Nutricare label, Gerard House Ltd have introduced Gamma Royale dietary supplement.

Each capsule, taken in a one-a-day dose, contains 75mg royal jelly, 40mg gamma linolenic acid, 25mg natural vitamin E, 12.4mg

beta carotene, 10mg Co enzyme Q10, 134 mcg catalase and 40mcg squalene. The capsules are available in trial size packs of 10 capsules with a rrp of £3.95 or packs of 30 for £10.95, both in outers of six. *Gerard House Ltd*. Tel: 0202 434116.

Intacept food supplement

Intacept is a new supplement providing micronutrients and antioxidants. Each one-a-day capsule contains vitamin C 75mg, vitamin E 50iu, beta carotene 13.5mg, selenium enriched yeast

providing 50mcg selenium, zinc 10mg, copper 2mg and manganese 1mg.

Intacept capsules are packed in 30s (£4.35). *G.R. Lane Health Products Ltd*. Tel: 0452 24012.

Shen spirit of garlic

Lanes Shen garlic tablets are based on traditional values used by Chinese herbalists who practice the art of "Shen" — the spirit of healing.

The tablets contain, say Lanes, the equivalent of 300mg of fresh garlic, with modern drying methods providing an odourless product in which allicin is released in the stomach.

Dosage is recommended at one or two three times a day with water, before meals.

Shen is packaged to reflect the Chinese source of the organically grown garlic used in their manufacture. Packs of 100 retail at £2.95. *G.R. Lane Health Products Ltd*. Tel: 0452 24012.

Clorets on TV

Television advertising for Halls' new breath freshening confectionary Clorets, featuring comedians Hale and Pace as the Two Rons, begins this week on TVS, Thames and Anglia. *Hall Brothers (Whitefield) Ltd*. Tel: 061 766 5471.

NEW
from
PRO-TEC®

What 84% of mothers have been waiting for.

(Source: MSS Marketing Research Ltd. Bristol)

the Travel Happy Cup

UNIQUE - SEALABLE - 2-PIECE TRAINER

LOOK NOLEAKS!

National Advertising and PR Campaign
Launch June 9th, 1989

Special introductory advertising
feature:

FREE PRIZE DRAW - Win a Weekend
for two in Paris (drawn 31.10.89)

Mothers will be asking for
this product!

Make sure you have stock,
ORDER NOW!
from your local wholesaler.



For further details and Point of Sale material, contact Beverley Barry, Product Technology, 16 Raglan House, Llantarnum Park, Cwmbran, Gwent, NP44 3AX. Tel: 0633 838080

Florida competition

Pharmacists have the chance to win Christmas in the Walt Disney World in Florida with a Sterling Health promotion featuring Solpadeine and Panadol. As well as winning the family-of-four holiday, participants can take advantage of an incentive offer of free watches for all the family.

The "spot the difference" competition with limerick tiebreaker is being run in association with Unichem, AAH and Numark throughout the July promotion period. Character watches are available when ordering qualifying quantities of Panadol and Solpadeine at special promotional prices. *Sterling Health. Tel: 0483 65599.*

For Givenchy gentlemen

Two new merchandising units are available this Summer from Parfums Givenchy. The Xeryus unit holds 9 by 150ml deodorant

spray, 4 by 64g deodorant sticks, and 5 by 50ml aftershaves. Givenchy Gentleman holds 9 by 134ml deodorant spray, 4 by 75g deodorant sticks, and 5 by 60ml aftershaves.

The units depict the Press advertisement for each range, and a new campaign will be starting for Givenchy Gentleman in September. It starts off with a scent strip in *You* magazine on September 19, followed by advertisements in *Vogue* and *Harpers & Queen*.

In October advertisements are planned for *Vogue*, *Harpers & Queen*, *Country Living*, *Woman's Journal* and *Tatler*.

December sees a Superlites poster campaign in all regions apart from London. *Parfums Givenchy Ltd. Tel: 0932 245111.*

Konica are introducing a new wall-mounted film dispenser which comes complete with 30 rolls of the company's SR-V100 colour print film — in a variety of formats. Konica say the SR-V range of films offer retailers gross margin of 44 per cent. Contact *Konica UK. Tel: 01-751 6121.*

LRC are offering 20 per cent extra on Wright's coal tar and Wright's spring fresh soaps over July/August. *LRC Products Ltd. Tel: 01-527 2377.*

Minamino now GSL

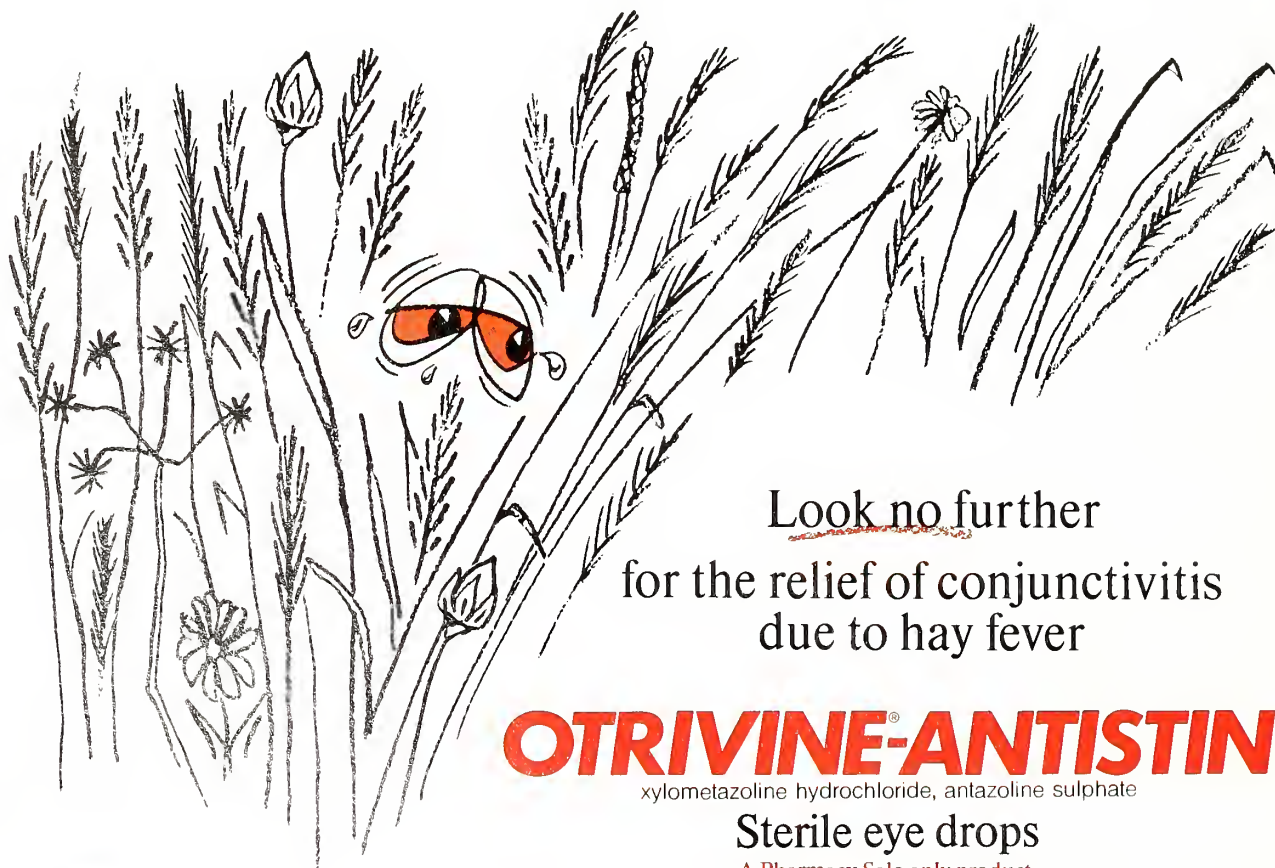
Chancellor say they are now marketing Minamino syrup as a food supplement as its status has changed from Pharmacy Only and

it is now on the General Sales List.

The packaging is generally the same with some changes having been made to the ingredients listing to comply with food regulations. The 5l container now costs £28.02 trade. Prices of 200ml and 500ml bottles are unchanged. *Chancellor Group Ltd. Tel: 0978 661351.*

ON TV NEXT WEEK

GTV Grampian	U Ulster	SK Sky
B Border	G Granada	STV Scotland (central)
C Central	A Anglia	Y Yorkshire
CTV Channel Islands	TSW South West	HTV Wales & West
LWT London Weekend	TTV Thames Television	TVS South
C4 Channel 4	TV-am Breakfast Television	TT Tyne Tees
Arret:	TV-am	
Brylcream:	STV, G, Y, TT	
DDD's Colour Run:	TV-am	
DDD's Stain Devils:	TV-am	
Goldseal Batteries:	GTV, U, STV, BTV, TSW & TVS	
Nice 'N Easy:	C, LWT	
Optrex:	All areas except LWT	
Plax:	All areas except CTV & TV-am	
Pollon-eze:	LWT	
Sensodyne Toothpaste	All areas except CTV	
Sensodyne Toothbrushes	STV, G, TVS, LWT, TTV, TV-am	
Showerfresh:	All areas	
TCP:	G, Y, C, A, HTV, TSW, TVS, LWT, TTV & TT	



Look no further
for the relief of conjunctivitis
due to hay fever

OTRIVINE-ANTISTIN®

xylometazoline hydrochloride, antazoline sulphate

Sterile eye drops

A Pharmacy Sale only product



Zyma (UK) Limited, Alderley Edge, Cheshire SK9 7XP Detailed information will be sent on request

C R E I G H T O N S *n a t u r a l l y*

Let our success go to your head

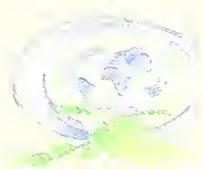


SUN VEIL. The most natural tan under the sun. Extracts of Horse Chestnut, Aloe Vera and Oak Bark, together with the oils of Tea Tree, Carrot and Sesame, blend to soothe, protect and moisturise.



**CLEANSE, TONE,
MOISTURISE,
REVITALISE.**

Now including fourteen products, Creightons exclusive APRICOT range makes one of nature's most valuable oils available in an all over revitalising programme.



Creightons success comes from both the quality of our ingredients and the purity of our vision.

True beauty cannot spring from the ugliness of animal-testing. True beauty shares in the abundance of the natural world. This has been the driving force behind the success of our toiletries. Toiletries which feature the finest natural ingredients. Take our new shampoo range which rejects harsh synthetic detergents in favour of ingredients as gentle as they are effective: Lime Blossom, Wild Nettle, Chamomile, Orange Flower, Oil of Almond.

And what's naturally right for Hair Care is right for our extensive Skin Care ranges. From Apricot scrub masks to enervate the skin, to Evening Primrose



moisturisers. Choose from our luxurious range of fruit-scented vegetable soaps. Let tension drift away in a warm bath of delightfully fragrant Tangerine Bath Seeds or experience the invigorating sparkle of a shower with our Apple Body Scrub. Even protect your skin from the heat of the sun with Sun Veil.

All Creightons products offer you sales growth and profit but are produced and tested without cruelty to animals. Creightons vision has now led to the World Conservation Fund where, for every Creightons product sold, we donate directly to the protection of our planet.

ARE YOU TAKING
ADVANTAGE OF
GREEN ISLAND?

PRODUCED AND TESTED WITHOUT CRUELTY TO ANIMALS.

Creighton Laboratories Plc, Water Lane, Storrington, West Sussex RH20 3DP Tel: 09066 5611. Telex: 877938. Fax: 09066 5986.

Please send me details of the Creightons Naturally ranges ☐

Please ask a representative to call ☐

Name Position

Company Telephone No

Address

Feldene goes on top

Pfizer are introducing a topical formulation of Feldene for osteoarthritis and Luskuloskeletal conditions.

Feldene gel can be used to treat mild osteoarthritis in superficial joints like the knee, acute musculoskeletal injuries, the pain and swelling resulting from sprained muscle and ligaments, says the company.

It is a clear, pale yellow gel containing 5mg piroxicam per gram. About 3cm of the gel, or 1g should be applied to the affected area three to four times daily. Treatment should be reviewed

after four weeks.

Mild but transient skin discolouration and staining of clothing have been seen when the gel is not rubbed in completely. Other side effects include irritation, erythema, rash and pruritus.

Some of the systemic effects seen with oral or rectal administration of Feldene, have been reported with the gel. The prescription only medicine comes in 60g tubes (£7.77 trade) and the product licence number is 0057/0284. *Pfizer Ltd. Tel: 0304 616161.*

Allergen launch Betagan — a new glaucoma treatment

Allergan have launched Betagan eye drops containing a non-selective beta-blocker for reduction of intra-ocular pressure in chronic, open-angle glaucoma and ocular hypertension.

Betagan is a clear colourless to light yellow, sterile ophthalmic solution containing levobunolol hydrochloride 0.5 per cent and Liquifilm 1.4 per cent. Dosage is flexible to improve compliance, say the makers, one drop can be

instilled into the eye(s) once or twice daily.

Side effects and contra indications are similar to those of other topically administered beta-adrenergic blocking agents and it may be absorbed systemically.

The solution comes in white plastic, tamper-proof bottles (5ml £5.05 trade). It is a prescription only medicine and the product licence number is 0426/0060. *Allergan Ltd. Tel: 0494 444721.*

New pouches

Convatec have launched new sizes of System 2 Combihesive closed pouch and a new paediatric drainable pouch. All the products have Drug Tariff approval.

System 2 Combihesive closed pouch with integral filter now comes in the following sizes: 38mm, 45mm, 57mm and 70mm, all boxes of 30 priced £24.78.

Convatec's Stomadress drainable pouch for neonates and small children features a Stomahesive wafer, an 8mm starter hole which cuts to a maximum of 50mm, a clear front to aid siting, with an opaque backing and "comfort" panel. It is specially designed to meet a baby's requirements.

Stomadress paediatric pouches come in boxes of 15 with a clip (£22.30, all prices trade). *Convatec Ltd. Tel: 051-677 2207.*

BRIEFS

The licence for Capoten has been extended to use in all grades of congestive heart failure. An initial starting dose of 6.25mg or 12.5mg is recommended to minimise possible hypotension. The usual maintenance dose is 25mg three times a day and the maximum, 150mg daily. *Squibb, E.R. & Sons Ltd. Tel: 051-677 2201.*

Glaxo are introducing double foil blister packs of Zantac dispersible tablets 150mg. Each pack contains six strips of 10 tablets and is significantly smaller in size. The label has been redesigned to incorporate a space for a dispensing label and an EAN bar code. Prices remain unchanged. *Glaxo Laboratories Ltd. Tel: 01-422 3434.*

Evans are adding the following to their generics list: digoxin tablets 62.5mcg (500 £2.11) and 125mcg (1000 £3.10), bendrofluazide tablets 2.5mg (500 £3.18), glyceryl trinitrate tablets 600mcg (100 £0.65) and heparinised saline 10u/ml, 5ml ampoules (10 £2.70, all prices trade). *Evans Medical Ltd. Tel: 0403 41400.*

Lagap are introducing: nifedipine 5mg (100 £6.94) and 10mg capsules (100 £10.36) and penicillin vk 250mg tablets (1000 £16.40, all prices trade). *Lagap Pharmaceuticals Ltd. Tel: 04203 8301.*

Diclofenac tablets 25mg (£8.05) and 50mg (£15.70, both 100s, prices are trade) are available from, *Berk Generics, division of Rorer Pharmaceuticals. Tel: 0323 641144.*

Cow & Gate have introduced new packaging for Fortisip nutritional sip-feeds and added a tropical fruits flavour to the range. *Cow & Gate. Tel: 0225 768381.*



NATURE'S FINEST EVENING PRIMROSE OIL

IMPORTANT ANNOUNCEMENT

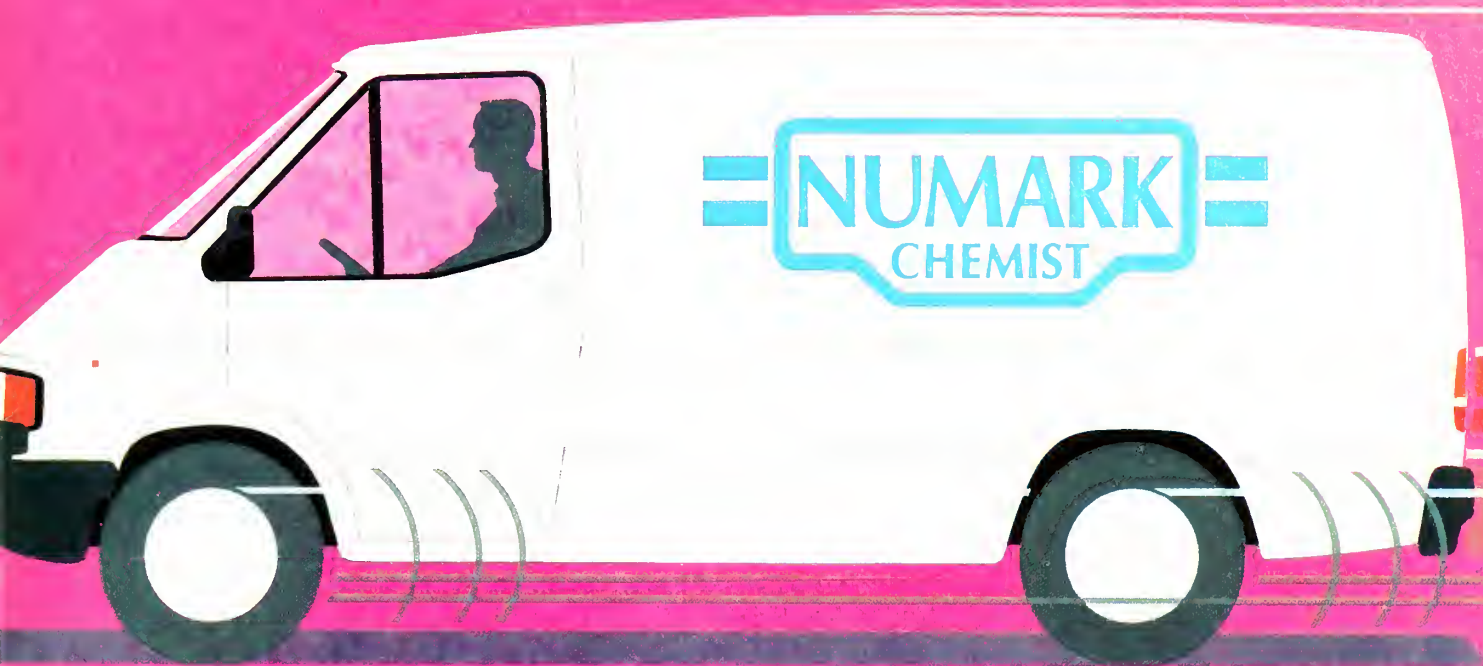
Evening Primrose Oil Company Limited are pleased to announce that from July 1st the Epoc range will be distributed by Norgine Consumer Products Division.

All enquiries to Amanda Marks on (0865) 750717.

ORDERS SHOULD BE PLACED WITH YOUR USUAL WHOLESALER.

NORGINE CONSUMER PRODUCTS DIVISION





YOUR STOCKROOM

Numark have a reputation for prompt delivery.

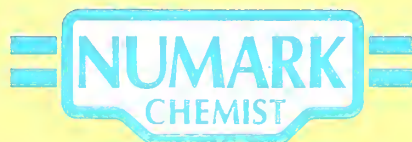
Transmit or pick up the telephone and your customers will be able to collect their ethical products without delay (with our vans making up to three deliveries a day, it's not surprising they chalk up over two million miles every year).

We're also quick off the mark whenever you want OTC products.

Such an efficient service doesn't just keep customers happy. Your capital isn't tied up in providing a big stockroom and you are able to maximise use of your shelf space.

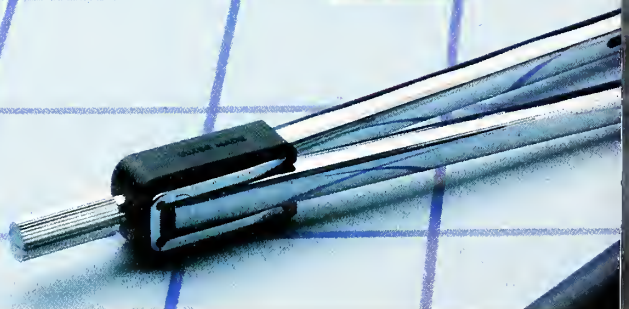
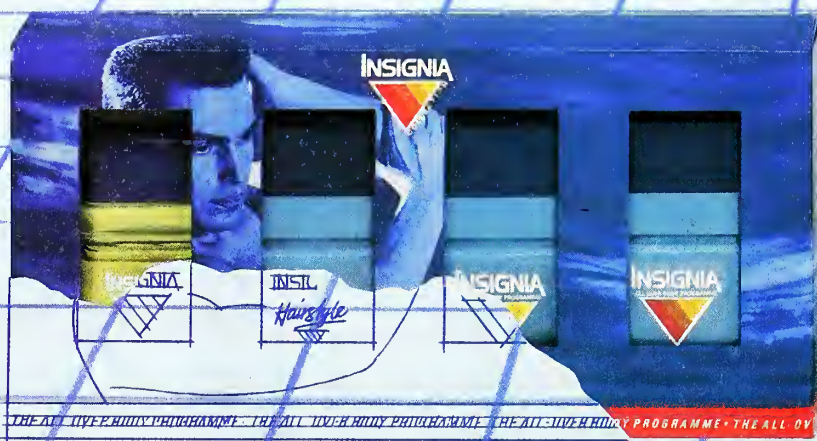
Numark is already the choice of over 2,500 chemists who prefer a stockroom that travels at 50mph. If you would like to join them, contact your local Numark Wholesaler or telephone Geoff Bass on (0985) 215555.

And get what you want, when you want it.



THE BRIGHTEST WAY TO SHOP

YOUR BLUEPRINT THIS CHRISTMAS

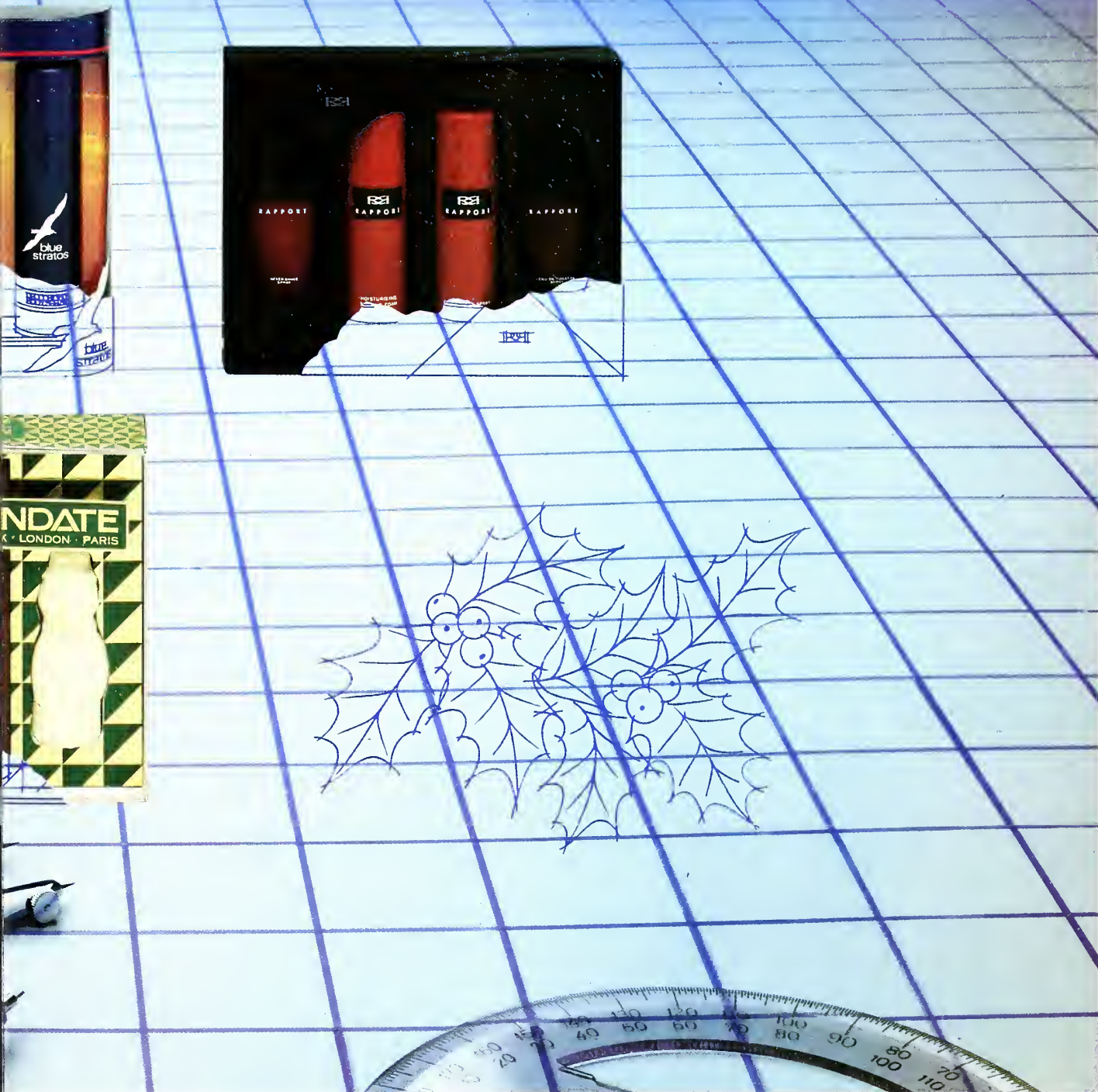


This year let Shulton help you plan a successful Christmas. With our five trusted, proven brands appearing in exciting new packs, Christmas looks like being a successful development. 1989 will see Old Spice, Insignia, Blue Stratos, Mandate and

Rapport Gift sets build on the successes of last year.

How? A giant support programme of TV commercials will hit the screen later this year. And yet again Shulton will tower over the competition.

T FOR SUCCESS XMAS



And not for the first time either. Over the past six years these brands have benefitted from £21 million spend (that represents over 32% of the industry total).

A strong foundation for the nineties.

All part of our commitment to brand building, for your success and ours.

So this Christmas, make sure you stock the range and complete a perfect picture.

BUILDING BRANDS WITH CARE

SHULTON

Gift-wrapped

Each year the fragrance houses surpass themselves in turning familiar products into irresistible presents for the festive season by the addition of a wide variety of wraps — some humble and some more exotic. 1989 is no exception and the following pages contain a selection of items from some of the ranges available through pharmacies. So forget the sun for the moment and dip into the sackful of goodies that could await your customers this Christmas if you shop now!



From Parfums International is Cachet in a number of Christmas gifts including an address organiser in Cachet colours containing a 50ml edt natural spray (£10.50). Two coffrets are joining the Xmas range this year — one has a 30ml EDT natural spray and 100g talc (£10.65) and the other carries a 15ml edt natural spray together with 100g of perfumed soap (£7.50). Other lower priced coffrets are available. There are three from Audace including a fashion accessory set containing a 30ml edt spray, earrings and an evening bag (£11.95). While from Noir there are three sets priced at £14.95 or £18.50. *Parfums International Ltd. Tel: 01-961 8500*

Network Management have four Boss coffrets on offer, ranging from a £29.50 coffret and consisting of edt and aftershave, to a coffret containing a razor and aftershave (£33.50), a coffret with leather pocket holder and Boss paper and edt (£30), and a pinstriped coffret containing aftershave and bath soap (£18.50). Also on offer is a Gianfranco Ferré coffret with edt spray, and a transparent box containing bath pearls (£24) and three other products from £19.50 to £100. Network are also introducing four Montana coffrets, ranging from one containing edt spray, body emulsion, and perfumed soap (£30) to a coffret containing an edt spray, body and emulsion (£25). And there will be four Ivoire de Balmain coffrets for 1989 (£12.50 to £150) and four Balmain Classique coffrets (£28 each). *Network Management. Tel: 01-560 1200*



Tabu has been repackaged for Christmas in shades of lavender, coral, navy and gold. There are various coffrets in the range including: a handbag size 15ml cologne, natural spray and 100g soap, at £3.25; a handbag size 15ml cologne natural spray, colour cosmetic box comprising mirror, eyeshadow pallet, blusher, two shades, lip gloss, brush and applicator (£5.50), and a 50ml eau de toilette splash with a black and gold tasselled 1930s-style dressing table spray (£9.95). *Dana Perfumes Ltd. Tel: 01-646 0344*



Bronnley have a number of Christmas gift items available for the first time this year, including a sunlovers' beachbag! The beachbag has a box of three 75g soaps, with a 250ml moisturising foam bath and a 175g talcum powder in forget-me-not (£19.95). Also on offer is a lidded country basket with bay country herb soap (150g), a jar of pot pourri (20g) and a green face cloth (£7.50) and a carrier bag containing almond oil hand soaps (3 by 75g) and a 250ml moisturising bath foam in white iris (£7.50). For other new items in the range speak to *Bronnley*. Tel: 01-629 8711

Old Spice gift packs from **Shulton** will be smaller and more compact than in recent years with asymmetric windows and backed by a television campaign in December. Prices for the seven gift sets on offers, range from £3.50 for the 100ml splash-on lotion and 250ml shampoo, to £9.99 for the Old Spice toilet bag containing 75ml aftershave lotion, 100g talc, 250ml shampoo and a face cloth. There will also be six Insignia gift packs (prices from £3.99 to £9.99) featuring the man from the Insignia TV commercial. There are also two two-piece and three three-piece Blue Stratos sets to choose from, retailing at £4.95 and £5.95 respectively, together with a toiletry bag in navy and blue containing 50ml aftershave lotion, 100g talc and 200ml deodorant (£9.95). And Mandate will be offered in four special gift sets priced from £9.96 to £16.95. Rapport comes in an Executive Collection comprising 30ml edt, 30ml moisturising aftershave, 100ml shave foam, 100ml shave deodorant in a matt black box (£12.95). All ranges will have TV support in December. *Shulton (Great Britain) Ltd.* Tel: 091 237 1231



Elida Gibbs are offering Lynx as a toilet bag with 100ml aftershave and 100ml of body spray in musk, oriental and marine variants (£9.99). There is also a clumpack with 150ml body spray, and 200ml shower gel in musk, spice, oriental and marine fragrances (£3.19). Denim's Christmas range includes 100ml aftershave and 100g talc (£4.65), 100ml aftershave and anti-perspirant aerosol (£4.65) 100ml aftershave and 100g shower gel (£4.65) 150ml body spray, 100g shower gel and 150ml talc (£4.19), and a Christmas sleeve version of the 100ml aftershave (£3.25). *Elida Gibbs Ltd.* Tel: 01-486 1200



Badedas from Beecham Health Care are launching a range of three coffrets and four gift packs this year. The coffrets consist of original bath gelee and 125g soap (£3.65), 300ml bath gelee with shower gelee and a loofah (£4.50), and original shower gelee together with original bath soap (£2.85). Special Christmas gift packs are also available for 300ml original, silk and willow and 900ml original. Throughout November and December, Badedas will be running a £650,000 television campaign in TWS, Granada, Yorkshire, Scotland and Grampian, featuring the bath gelee and shower gel. *Beecham Health Care* 01-560 5151





Beecham Toiletries are introducing a Slazenger Sport travel kit for 1989, containing deodorant stick, talc and frequent wash shampoo (£5.29). The all over body kit contains anti-perspirant, shower gel, and talc boxed in a pale blue plastic holdall (£3.59). There is a "stocking filler" with cologne activ and shower gel (£4.99) and a Winter sports kit with mirror-reflective sunglasses, cologne activ and shower gel (£6.55). And there are coffrets available in the classic and avantgarde fragrances in the Fenjal range, as well as six sets from Brylcreem, with items from the cleansing, grooming and final touch ranges. Finally, Pure and Simple offer three peach or pink toilet bags for the Christmas season. (£4.99 and £5.99). *Beecham Toiletries. Tel: 01-560 5151*

Morny are teaming up some 20 bath pearls with three bath cubes in a Christmas presentation including french fern, sandalwood, white heather and country rose fragrances (£2.50). There will be new bath pearl rounds in french fern, white heather, sandalwood, country roses, lily of the valley, and magnolia (£1.99 each). And three gift sets will be available in french fern, lily of the valley, sandalwood, white heather, country roses and magnolia. The first gift set contains 100g talc, two bath cubes and 100g soap (£3.45). Gift set two consists of 100g talc, two bath cubes, and a 15ml spray £3.95; and gift set three contains 200ml bath foam, and two 100g pleat-wrapped soaps and two bath cubes (£4.75). For details of other items for Christmas contact *Lentheric Morny Ltd. Tel: 0276 62181*



These **Tabac Original** gift sets offer a choice of aftershave and talc in toilet bags (£13.50); a mini grooming set combining aftershave, deodorant, shower gel and refreshing tissues (£8.99); aftershave and talc duo (£8.75) and aftershave and deodorant duo (£6.99) *Eylure Ltd. Tel: 063 3838611*



Duo sets from **Yardley** include Pink Lace and White Lace cologne sprays and White Satin/Black Velvet cologne sprays with lace handkerchief (£5.25). There is also a White Satin decanter cologne with perfume pump (£6.75) and a Pink Lace set consisting of shower gel, cologne spray, soap and talc (£8.45) and a range of English Lavender coffrets. The men's collection includes the new 150ml Gold Cup aftershave gift presentation (£6.75), and coffrets in Yardley Gold and Classic Gold. Jovan musk for women comes in cologne spray and bubble bath gift sets (£8.25) and for men in a co-ordinating travel bag with talc and shower gel (£8.95). *Yardley of London Ltd. Tel: 01-629 9341*

Benetton are offering a free portable radio with headphones worth £15, with a purchase of Colors de Benetton 50ml edt spray. And with any two purchases from the mens' line, a miniature Formula One car in the Benetton design will be given away. *Maurice Douek Ltd. Tel: 01-328 1036*



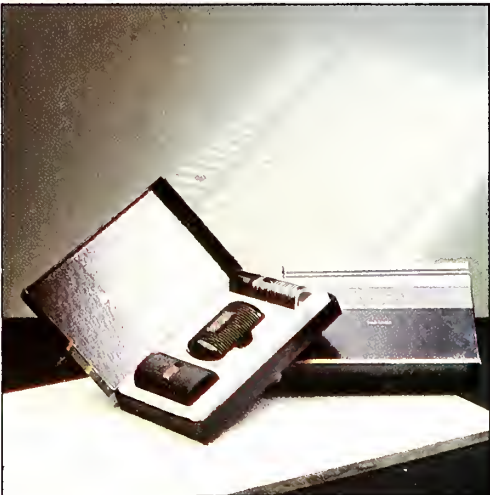
Once again **Fabergé** will offer combination packs of Brut 33 and Brut 33 musk, but this year they have been repackaged to be "simpler, more modern, and with the products more visible to the consumer". There are twelve packs in the range costing from £1.99 to £8.99. Featured here is a duo pack of Brut 33 aftershave with talc. Television and radio advertising featuring Henry Cooper and his young nephew will again support the brand in the run up to Christmas. *Fabergé Inc. Tel: 0753 840909*



Rigease are introducing a number of new **Coty** and **Goya** gifts including the L'Aimant Eternelle luxury body lotion (£3.25). And there is a "clutch style" bag presentation for the L'Aimant Eternelle coffrets featuring a floral design, and containing perfume spray and soap (£6.25). New for this year is a L'Aimant basket with hand and body lotion, foam bath and novelty elephant (£4.99), and novelty teddies with perfume spray (£2.99). There are three new Fatale coffrets: spray, talc and soap (£7.75); spray and talc (£6.95) and spray, soap and silky body lotion (£8.50). *Rigease Ltd. Tel: 0491 33333*



Lacoste are offering a free miniature coffret of eau de toilette, hair and body shampoo, and soap to purchasers of an aftershave lotion or eau de toilette, and one other grooming product. *Jean Patou. Tel: 01-328 1036*



Van Gils have produced a coffret with vaporisateur, soap and foam shave in a black box with the Van Gils logo (£19.95). *Andmaw Enterprises Ltd. Tel: 0734 328989*

Woods of Windsor have produced a range of six gift baskets including a luxury fern basket in three styles for each fragrance (£3.99). Other basket prices range from £4.95 for a round fern basket with six oval soaps to a top of the range luxury fragrance basket at £25 with two soaps, EDT, bath and shower gel, hand and body lotion and talc. Other gifts include three boxed paper sachets with box trim (£2.85) and a ladies travel bag holding bath and shower gel, hand and body lotion and soap (£10.50). There is also an EDT in a window carton (£5.50) and a box with a vaporising ring or oil (£4.50). There is also a range of sets for men. *Woods of Windsor Ltd. Tel: 0753 85577*





New from **Jackel** is a small fir tree stocking in a basket (£0.99) and larger stockings featuring Father Christmas and the Snowman (£1.99). Wrapped in Christmas packaging is the new snowstorm range, featuring a Christmas tree with Father Christmas, a snowman, or a reindeer (£1.99). *Jackel International Ltd. Tel: 091 250 1864*



Montagne Jeunesse will be introducing special endangered species gift sets for the Christmas market. The sets contain a range of bodycare products and a soft toy with leaflets telling customers about the Save the Seal initiative. There is a panda, duck, teddy, bear and frog in the drawstring bag range (£6.99), and a seal in an oval wicker basket (£7.95). *Montagne Jeunesse. Tel: 01-871 5081*



Richards and Appleby are introducing three-pack teddy and two-pack duck soaps (£1.69). From Tough Ted there is a ships logbook set (£7.99) and Just Desserts come in snowflake gift boxes (£3.75). There are also three new packs from the Natural History collection for bodycare (£2.99), skincare (£2.99), and a mini gift collection (£4.99). In Country fragrance there is a Christmas hamper pack (£9.99) and there are three new packs in the wild flower collection. *Richards & Appleby Ltd. Tel: 0695 20111*

Creighton are featuring baskets in their Christmas range. Illustrated are two Apricot fragrance baskets, one containing flannel, toner, moisturiser and cleanser (£8.95) and the other flannel, bath gel, talc and soap (£5.95). The Apple range has baskets with bath seeds soap, body scrub, bath oil and flannel (£6.95) as well as bath seeds, soap, shampoo, bath gel and flannel (£5.95). The small baskets in Apricot and Tangerine include mini soap, miniatures, and flannel (£2.49). Further range details from *Creighton Laboratories plc. Tel: 09066 5611.*





A NATURAL WINNER

When a stimulant laxative is indicated most pharmacists naturally recommend Senokot!

Senokot is available as tablets, syrup or granules.

And Senokot is prepared from natural senna plant ingredients and has an effective, yet gentle, colon-specific stimulant action.

All of which has made it an ideal family laxative for more than three decades.

Not only is Senokot the first choice for pharmacy recommendation, it's also the undisputed brand leader when it comes to OTC sales too?

Either way, Senokot's the pharmacy's natural winner.



POSTBAG

'Minefield' not quagmire

Mr Featherstone in his letter (C&D, June 24) refers to the "Drug Tariff quagmire". Generally the Drug Tariff is quite a solid document so I tend to refer to the "Drug Tariff minefield".

There is an anomaly with regard to the way endorsements for Part VIII generics presented in calendar packs are interpreted. PSNC has written to the Prescription Pricing Authority expressing the view that where the pharmacist *endorses that the exact quantity has been dispensed*) that quality should be paid for.

I am satisfied that this particular mine will be successfully defused and pharmacists will be kept informed.

The key point to emerge from these deliberations is that expensive proprietaries should not be dispensed against orders for Part VIII generics and unnecessary endorsements should not be made.

Gordon L. Geddes
Assistant secretary, PSNC



Proprietor pharmacist George Allen won the Unichem Scottish Pharmacists golf tournament held at Livingston and now qualifies for the Unichem/Colgate tournament to be held in September at Hawkstone Park, Shropshire. This year over 100 golfers took part in this Scottish tournament organised by Unichem and jointly sponsored by 21 of their suppliers. Pictured left is George Allen receiving the rosebowl from Unichem's chairman, David Mair

No return on trees?

In the age of conservation I am astounded at the waste of natural resources incurred by Vestric's

new policy on "returns".

In their wisdom they are now supplying a duplicate invoice with goods enabling a "more efficient" system for the return of unwanted goods. As only approximately 1 per cent of all invoices require a returns note, this means that 99 per cent of all these copy invoices end up in the bin.

Come on Vestric, we know that you are "Always there", but do you "Always care" — or is an increase in the dividend to shareholders really more important that the future of our world?

Alan Williams
Swansea

Unibondage

I have just received my Unibond cheque rewarding both my purchases in 1985 and my subsequent loyalty.

May I congratulate Unichem for another remarkable scheme which their competitors at the time said would never materialise. I await further such schemes with interest secure in the knowledge that the Unichem board are never short of ideas.

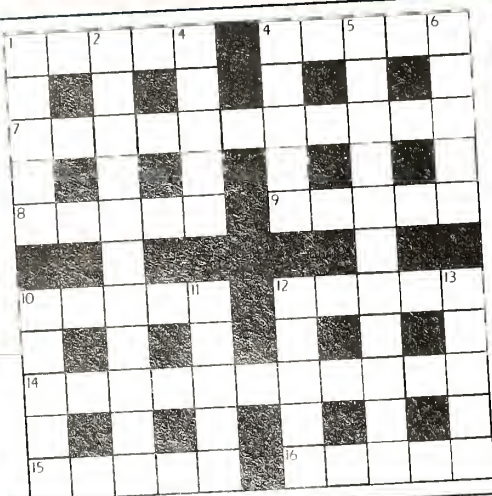
Stephen Jones
Bridgend

certs quantity insert	No. of days treatment N.B. Ensure dose is stated	NP
FRUSEMIDE 20mg + OD FOLIC ACID 5mg + OD		

Was Spring in the air?

WYETH GENERICS PHARMACY CROSSWORD NO. 14

The solution to No. 14 will appear alongside No. 15 in August, 1989.



Clues Across

- 1 A hell of a shade, perhaps! (5)
- 4 Fibres in brass is alkali (5)
- 7 Growth moved, Pentel moved (11)
- 8 Seivicious one left in the clouds (5)
- 9 500 in real muddle for tree (5)
- 10 Kingdom of real magnificence (5)
- 12 Gives life to gods or follows one companion (5)
- 14 Fastidious broadcast system in betting (11)
- 15 Emergency numbers (5)
- 16 Item in log points to experiment (5)

Clues Down

- 1 Caches of skins (5)
- 2 A tuned viola brought diminished worth! (11)
- 3 Cunning about a model, brackish (5)
- 4 Cuttlefish ink sounds more than leaky (5)
- 5 Prodigal plant following pay out (11)
- 6 I leave retail return some time after (5)
- 10 Mute and moribund ital quarterback (5)
- 11 Confound some Southern prophet (5)
- 12 Angry, I gauge worth (5)
- 13 School game (5)

Submitted by Mrs B. Tiller, Epsom, Surrey

Prizes of £5 will be awarded to the senders of the first 5 correct solutions drawn on 10th August 1989.

Name _____ No. 14
Address _____
C&D _____

Solution to Puzzle No. 13

Across: 1. Geriatric, 8. Oatmeal, 9. Via, 10. Tapes, 12. Polio, 13. Aloft, 15. Seize, 16. Epi, 17. Spanner, 19. Lorazepam. Down: 2. Ect, 3. Ileus, 4. Tulip, 5. Invalid, 6. Montagues, 7. Barometer, 11. Prowso, 14. Testa, 15. Spare, 18. Ida

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TO APPLY A CREPE
BANDAGE PROPERLY**



**IT NEEDS ONLY A
PAIR OF HANDS
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When patients present for treatment for sprains which traditionally need a bandage, the most practical support you can suggest is Tubigrip. Crepe bandages, even when applied by an expert, will inevitably work loose after a few days, especially over the mobile joints of elbows, knees and ankles. And patients do not have the skill to re-apply them properly.

A double layer of Tubigrip gives more consistent support than traditional crepe, and patients can easily apply it at home because size, not skill, determines the degree of pressure and support which Tubigrip provides. Once applied, the elastic spirals move within the bandage to give an even pressure. The result is an effective, comfortable, less bulky bandage.

Tubigrip will provide lasting, effective support day after day, even after washing. You can be sure that when your patients are using Tubigrip, you're giving them good healthcare.



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HELPING YOU TO CARE FOR THE COMMUNITY

BUSINESS NEWS

Boots started what could be a fierce and protracted takeover battle this week with an £800m bid for Ward White, the group that owns Halfords and Payless DIY.

A dawn raid on Monday sparked a flurry of activity in the City as Boots increased their holding in the group from 7 per cent to around 10.5 per cent and then, at 12 noon, made a cash offer of 400p per share. WW's shares leapt 117p to 442p, with Boots' falling 21p to 269p.

The offer was swiftly rejected by Ward White chairman Philip Birch, who said the group is not for sale and that the offer was, anyway, inadequate. Nevertheless, Boots got their offer documents to WW shareholders quickly (by Wednesday) and attacked the company for "lacking strategic direction".

Boots fire £800m opening shot at Halfords' group

While Boots have made the initial challenge, City experts are sceptical about their chances of success. Other bids are thought to be waiting from, notably, Superdrug and B&Q parent Kingfisher Holdings. And WW's board may be able to see off all predators by borrowing heavily for a leverage buyout.

Whichever way analysts look

at it, they say the price looks certain to move up and this could knock Boots out of the race they started. Morgan Stanley's top analyst Nick Bubb, who picked WW shares as the share of the year in January, told *C&D*: "I don't think Boots will get them. The price will go up and I think they'll drop out at about 460p. The 400p offer is just a sighting

shot aimed at Halfords who are the jewel in the crown everyone is after".

Boots chief executive Sir James Blyth would have none of it. He told *C&D*: "We are waiting for shareholders' reaction to our offer. Analysts may keep forecasting that other bidders will come in until one appears. But we've made our offer, let's see if someone comes in and tops it."

He said Boots want a new challenge as they are maximising their potential in the health related markets. "The bid is not, in our view, an excessively bold move and WW would benefit from our retail expertise and cash generating ability. We recognise that the DIY market is having a tough year but historically growth has been excellent and nobody has said it's going to decline next year.



New **salmon pure**
fish oil capsules

The fish meal replacement
Customers ask for it by name!

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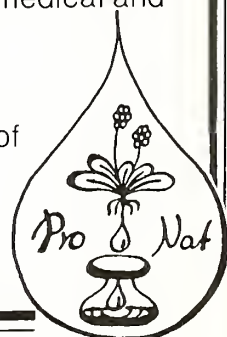
Our homoeopathic products are made of our own plants and materials.

Our company owned and operated by growers and producers of fresh plants, processors as well as other homoeopathic specialists.

Further, we are pleased to place a new developed **acupuncture unit** on the market enabling a self-treatment without any needles. The unit has been developed and manufactured by Swiss medical and technical specialists.

If you are interested in our products or in representing of them, please contact us.

**PRO NAT, PO BOX 14,
CH-3429 HELLSAU,
SWITZERLAND**



We think the prospects are very good and, while Halfords is the best run, the other DIY businesses are fundamentally sound."

He says their offer is now just a matter of "wait and see". Analysts don't expect an outcome on the takeover until September at the earliest.

The Boots bid covers:

Halfords: 300 High Street shops, 100 Out of Town

Payless DIY: 100 "sheds", 3rd largest in their market

A.G. Stanley: includes 450 paint and wallpaper outlets (Fads and Decor 8) Some fabrics and lighting

Foreign: 250 car part outlets in the US. Boots have already said this would be sold

**Turnover: Boots £2.7bn
Ward White £734.6m
Pre-tax profits: Boots £307m
Ward White £77m**

■ Boots and Hoechst announced a 50/50 joint venture to manufacture and market bulk ibuprofen in the United States last week.

'Dimanche' No!

Campaigners in favour of Sunday trading lost the first round of a legal battle in the European Court to have Britain's laws declared illegal last week.

DIY retailer B&Q brought the case on the grounds that European products could not be sold through their stores on Sundays.

The Advocate General ruled that as sales of British goods were also restricted on Sunday's, EC laws were not being breached.

Keep Sunday Special spokesman Brian Wood says a final decision on the B&Q case is not expected until October but the AG's recommendations are normally accepted.

AAH sales growth slows

Twelve tough months in pharmaceutical wholesaling have taken their toll on sales growth at AAH's Healthcare Division. Full year results issued this week show turnover up 5 per cent, below market growth, to stand at £765m. Trading profit moves up 17 per cent to £18.4m, representing 59 per cent of group profit.

Chairman William Pybus says the results were "inevitably influenced" by the now banned Unichem Share Scheme. He says AAH will continue their damages claim to redress the effect the Scheme's 16 month operation had and that AAH may take further action over its replacement — Plan B — which has just been launched.

Healthcare "contributed less profit than might otherwise have been achieved", but Mr Pybus says retail pharmacy profits were "substantially increased", aided by a first contribution to the

balance sheet by the Jamieson chain. Seven more stores have been added this year, he said.

AAH Medical, the specialist surgical and medical products distribution business completed a "highly satisfactory full year"

Group turnover up 1.5pc to £1024.3m

Pre-tax profit up 22pc to £30m

Net Credit on disposal of 25pc share in British Fuels Ltd £12.2m

Earnings per share 30.1p

while our agency distribution business in Northern Ireland contributed a "record trading profit."

Mr Pybus says the Healthcare Divisions 17 per cent improvement in trading profit "confirms the wisdom of the strategy to expand into related businesses from the core wholesaling base. Current year trading is improved over the early months of last year, he said.

Unilever's £200m personal Obsession

Unilever's progression into the personal products market continued this week with a £200m agreed bid for the Group that controls Calvin Klein Cosmetics.

A deal will add the Obsession and Eternity perfume ranges to Unilever's portfolio. It has only just been expanded with the acquisition of Rimmel International two weeks ago.

Klein is controlled by US-based Minnetonka Corporation who have interests in other

markets. Unilever will sell these off on completion, cutting their level of capital investment.

Unilever pulled out of a deal to buy Elizabeth Arden and Faberge earlier in the year when the terms of sale were changed.

Unilever already own Chesebrough Ponds and market Elizabeth Taylor's Passion range. The company is still being tipped as a potential buyer in the expected Yardley and Lenthéric sell-off.

Dep buy up Gibbs' Erasmic

The 99-year old Erasmic shaving range has been acquired from Elida Gibbs by Dep (UK) Ltd, — the wholly owned subsidiary of a

US personal care company.

Erasmic is seen as an important step in expanding Dep's brand portfolio.

500 jobs to go in R&C 1992 moves

Reckitt & Colman are to cut 500 jobs at their UK Household and Toiletry division over the next two and a half years.

The move, prompted by the need to reorganise to get the best out of the European Single Market, effects production staff at outlets in Hull and Derby.

Company secretary David Saltmarsh told C&D: "The losses should be eased by natural wastage, early retirement and voluntary redundancies. None of the pharmacists the company employs will be affected by the changes."

R&C are to simplify UK production, concentrating on fewer lines here and moving some to the Continent. This includes moving Steradent to their German manufacturing facility.

BRIEFS

ICI campaign to improve their environmental image with plans to eliminate sulphuric acid from waste dumped into the North Sea. The company says research has proved that sea disposal does not harm marine life but they have taken the step to improve their corporate commitment to environmental performance.

Beecham and SmithKline's proposed merger was cleared by the Office of Fair Trading last week. Final go-ahead will come from SmithKline shareholders at the end of the month.

PIF Pharmaceuticals Ltd, the East Midlands wholesalers are launching photographic processing service called Royal Quality Film Services.

At present, P.I.F. serves some 240 general accounts, including retail chemists, dispensing doctors' surgeries and NHS hospitals within a 35 mile radius of Nottingham.

CLASSIFIED

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Our client, an internationally reputed
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The ideal candidate must have the
requisite qualifications and experience in
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We are a private hospital based near
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We have a vacancy for a

PHARMACY ACCOUNTS ASSISTANT (PART-TIME)

to work 2 hours per day, 5 days a week. Duties
will involve the administration and billing of
patients's medication.

Some knowledge of medicines is essential as is
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PUBLIC NOTICES



MMC INVITES EVIDENCE ON RHONE-POULENC'S PROPOSED ACQUISITION OF THE BULK ANALGESICS BUSINESS OF MONSANTO

The Monopolies and Mergers Commission would like to hear from any person or organisation with information or views on Rhone-Poulenc's proposed acquisition of the bulk analgesics business of Monsanto.

The Commission will be studying the effects on competition in the supply of salicylic acid, methyl salicylate and powdered aspirin.

The Commission would like evidence in writing by Friday 14th July 1989 sent to:-
The Reference Secretary (Rhone-Poulenc/Monsanto Inquiry), Monopolies and Mergers Commission, New Court, 48 Carey Street, London WC2A 2JT

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ABOUT PEOPLE

Pharmacist celebrates centenary in Jersey

Channel Island pharmacist Donald Dodsley recently celebrated his 100th birthday and 75 years on the register.

Donald first worked as a locum in Jersey in 1919 and was so taken with the life that he returned for good, to the pharmacy at Colombie before finally retiring at 92, the *Jersey Evening Post* reports.

Mr Dodsley recalls the hardships of the German occupation and remembers the "wireless" hidden in the loft and the flagstaff buried in the garden, says the *Jersey paper*.

His 85 year-old sister, her daughter, three grand-daughters and two month-old great-grandson Samuel, travelled from Sheffield for the celebrations and were joined by a grand-daughter from Barcelona.

Ransom back Hitchin Museum

William Ransom & Son have donated £7,000 and pledged a further £5,000, towards an appeal to recreate the interior of a Victorian pharmacy and a physic garden in the Hitchin Museum, Hertfordshire.

The appeal, masterminded by general practitioner Dr Jerry Tidy, requires £50,000 to fund the total project. In addition to the sums pledged by William Ransom, £1,000 is to come from the Hitchin Historical Society and £500 from the local Safeway.



The Sterling-Winthrop Apothecaries of Jazz raised £1,000 towards the West Middlesex Hospital at Richmond Community Home. With the Apothecaries are two of the organisers, Amanda Waring, 'deputy matron' of the home and acting sister Cas Shotton

Once bitten

Every schoolboy knows that the worst effects of snake bites and the like can be mitigated by someone sucking out the poison by mouth.

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Aspir say that tests have shown the pump can reduce the amount of poison by up to 40 per cent in three minutes.



Vestric managing director David Taylor presents pharmacist Sue Tempest with her £1,000 Vestric Travel Award. It will go towards her studies into the role of a clinical pharmacist at the Derbyshire Royal Infirmary where she is based in the accident and emergency unit

APPOINTMENTS

Gretag (UK) Ltd have appointed Stephen Hickson as operations manager and promoted Chris Leather to assistant operations manager.

Grett Optik (UK) have appointed Alan Rickett sales development manager.

CounterCall Ltd have appointed Nigel Bond as marketing manager.

Ever Ready Ltd have promoted Tony Maskens and Raj Mathur as marketing managers, Wendy Ford as marketing services assistant and appointed Jon Sandy as market analyst.

Creighton Laboratories plc have promoted Michael Briggs to marketing manager and Margaret Firman to contract sales manager.

Wella (GB) Ltd have appointed Gary Were managing director of their production company, Ondawel.

BHC, the newly formed Boots/Hoechst Company (see *Business News*) have appointed Mr J.S. Alder, Hoechst Celanese Advanced Technology Group, as president and Mr G.J. Eisenhauer, Boots Pharmaceuticals, as vice-president marketing.

Moss Chemists have appointed Alison Bacon as toiletries and cosmetics buyer replacing Marion McCoach who retires from the company after 23 years.

Dr Richard Templeton, technical director of Rhone-Poulenc, has been appointed chairman of the East London Committee of the Confederation of British Industry.

Unicliffe Ltd have appointed Terry Sylvester to the board as director of operations.

Ciba-Geigy have appointed George Beagley as marketing director of pharmaceuticals in the UK. He succeeds Michael Bailey who has left the company.

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